

Model Engineering College Ernakulam
Department of Computer Engineering
CS 16L2 Mini Project
Project Proposal & Design Report
Sales management system

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Abstract

The projects aims at creation of a online platform for sales management. It can be used by conglomerates with multiple products in any sales domain. It generates statistical analysis for sales and employee performances. Complete sales report on a day to day or quadrants basis can be generated. It helps in optimizing production and sales managements. The system is based on a online database so that managers can update their sales report and view it from anywhere. This increases the portability of the product.

1 Introduction

Project is a web based application that aims on providing a day to day sales report to the managers which can be referred to for the companies' growth. The sales report provides details about the sales and profits attained by the company through each sales agent.

2 Problem Statement

To create a sales management portal to manage production and sales. The databases are analyzed and produce statistics and report to optimize production and sales.

3 Proposed Solution

The production and management of the products are determined and controlled on the basis of the report analysis generated from the database. A graphical representation of the analyzed report is generated based on different parameters. Annual, quadrant or day-to-day reports can be computed and analyzed. Funds utilized for sales can be tracked along. Employees can be classified into different reward slots and thereby provide according incentives and bonus. Hence funds can be allocated for further marketing and publicity.

3.1 Input

- The user credentials to log into the system
- User details
- Product details
- Sales details

3.2 Output

- Sales log
- Agent rating
- Quadrant analysis
- Location based analysis

4 Relevance & Applications of the Project

The project is capable of automating the process of collecting and generating reports from various agents who has been assigned for sales of the product of the company. The corresponding managers can review their working and improve the sales based on analysis. This can be implemented in various institution which handle sales and marketing of various products.

5 Design Documentation

5.1 Design description

The data is given as the input to the forms and after passing through certain query, it will check and process the data and finally store it in the database which is working at the back end of the system. Whenever the need arises the data can be fetched from the database. The system generates reports based on analysis of the sales transactions. Each user is provided with reports corresponding to their needs and requirements. Most of the information is stored in the database for the record of the organization.

5.2 Design Block Diagram

The Block diagram is attached with the file.

5.3 Algorithms

We have mainly three types of algorithm. First type deals with algorithms for the administrator, second one for the sales managers and the later one for sales agents. The basic functions of administrator are to add or remove managers and add production details. The functions of managers are to add or remove sales agents and to grant incentives. Sales agents are supposed to enter sales details.

5.3.1 Add/Remove User

```
function addremoveuser(userid,contact details)
{
    Connect to DB
    if(userid already exists)
        return FALSE
    Add entry to database
    return TRUE
}
```

5.3.2 Add Product

```
function addproduct(productid,product details)
{
    Connect to DB
    if(userid already exists)
        return FALSE
    Add entry to database
    return TRUE
}
```

5.3.3 Update Sales

```
function updatesales(productid,unitssold,customername)
{
    Connect to DB
    if(pid exists)
    {
        if(no of units sold<= product.stock)
            Insert sales details
            return true
        }
    return false
return false
}
```

5.3.4 Function Rating

```
function rating(userid,unitssold,product.price)
{
    Connect to DB
    Sum =0, price = 0;
    while(!eof)
    {
        if(agentid= > userid)
        {
            price=product cost with id=pid sum+=price*soldqu
        }
    }
    tp=targetamount of userid
    perc=sum*100
    targetamount(tp)
    if(perc <= 25)
        rating=1
    else if(perc<=50)
        rating=2
    else if(perc<=75)
        rating=3
    if(perc<=100)
        rating=4
    else
        rating=5
}
```

5.4 Database Design

Database Management System: MySQL
Web Server: Apache HTTP Server v2

1.Admin

Username	Varchar(10)	not null	Username
Password	Varchar(10)	bot null	Password

2.User

ID	Int	not null	Employee ID
Name	Varchar(20)	not null	Name
Address	Varchar(20)	not null	Address
DOB	Date	not null	Date Of Birth
Sex	Char	not null	Sex
Email	Varchar(20)	not null	Email
Phone	Int	not null	Phone
Location	Varchar(15)	not null	Location
Position	Varchar(10)	not null	Postion
Join_	Date	not null	Join Date
Target_	Int	null	Target Price
Salary	Int	not null	Salary
Bonus	Int	null	Bonus
Password	Varchar(20)	not null	Password
Rating	Int	null	Rating

3.Sales

Sales ID	Int	not null	Saled ID
Date	Timestamp	not null	Date
Agent ID	VarChar(10)	not null	Agent ID
Product ID	VarChar(10)	not null	Product ID
UnitsSold	Int	not null	Units Sold
CusAddr	VarChar(20)	not null	Customer Address
Cusnam	VarChar(20)	not null	Customer Name

4.Product

Pid	Varchar(10)	not null	Product ID
Units m	Int	not null	Number of manufactured units
Category	Varchar(10)	not null	Category
Name	Varchar(20)	not null	Name
Cost	Int	not null	Cost
Stock	Int	not null	Stock
Production_	BigInt	not null	Production Cost

5.4.1 ER Diagram

The ER diagram is attached with the file.

7 Project Work Schedule

Phase	Task to be done	Start date	Deadline
1	1.User creation 2.Manager Control detailing	Date	Date
2	1.Transaction controls 2.Rating	Date	Date
3	1.Agent controls 2.Report generation	Date	Date
4	1.Alpha testing	Date	Date

6 Hardware & Software Specifications

Hardware Requirement: PC with 2 GB hard disk and 1 GB RAM.

Operating System: Linux

Frontend(Interface): Web interface using HTML and JavaScript.

Backend: Python/PHP